

## Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00  
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 OMB-01  
TRSE-00 PA-01 /038 W  
-----092478 140414Z /63

R 131619Z MAR 78  
FM AMCONSUL MUNICH  
TO SECSTATE WASHDC 0030  
INFO AMEMBASSY BONN  
AMEMBASSY LONDON  
AMEMBASSY PARIS  
AMCONSUL HAMBURG  
AMCONSUL BREMEN

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E.O. 11652: N/A  
TAGS: EAIR, GW, FR, UK  
SUBJECT: EASTERN AIRLINES PURCHASE OF A300 AIRBUS

1. IN DISCUSSION TODAY WITH A DIRECTOR OF  
MESSERSCHMITT-BOELKOW-BLOHM (MBB) CONCERNING  
ANNOUNCED DECISION OF AIRBUS CONSORTIUM TO BUILD  
THREE NEW JET AIRCRAFT, SUBJECT OF EASTERN'S  
PURCHASE OF A300B2/4 SURFACED. MBB DIRECTOR NOTED,  
WITH APLOMB, THAT FAILURE OF EASTERN WOULD NOT  
RPT NOT BE QUOTE A CATASTROHY UNQUOTE.

2. MBB IS CONVINCED THAT SOLE MAJOR RESTRAINING  
FACTOR ON PROPOSED EASTERN PURCHASE OF A300 IS  
AVAILABILITY OF FINANCING. MBB WELL AWARE OF  
EASTERN'S NEED TO REPLACE AGEING FLEET OF  
BOEING 727S AS WELL AS OVERCAPACITY PROBLEM  
GENERATED BY LOCKHEED L-1011. MUNICH FIRM IS  
NOW ACTIVELY WORKING WITH EASTERN TO FIND GROUP  
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OF EUROPEAN/AMERICAN BANKS TO BACK PROPOSED PURCHASE.

3. AS AN ASIDE, OUR SOURCE ALSO SAID THAT  
DISCUSSIONS HAVE BEEN HELD WITH UNITED, CONTINENTAL  
AND AMERICAN AIRLINES ON SUITABILITY OF AIRBUS  
TO THEIR RESPECTIVE ROUTES AND CAPACITY NEEDS.  
HE EXPECTS SALES TO BE MADE TO AT LEAST SOME

OF THESE FIRMS REGARDLESS OF EASTERN  
BUY DECISION.

4. COMMENT: SOURCE FOR ABOVE IS WELL CONNECTED  
AND NORMALLY RELIABLE. HE ALSO SAYS THAT VFW-FOKKER  
GROUP WILL BE ABSORBED INTO MBB IN THE VERY NEAR FUTURE.  
EXPECTS VFW CORPORATE IMAGE WILL REMAIN AND  
BE BASIC PART OF AIRBUS CONSORTIUM. BETTS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CONSTRUCTION, AIRCRAFT, PROCUREMENT, AIRLINES, CONSORTIUMS, AIRCRAFT SALES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978MUNICH01332  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780112-0541  
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**Litigation History:**  
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**Message ID:** 9d4a74c8-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 05 may 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3352956  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** EASTERN AIRLINES PURCHASE OF A300 AIRBUS  
**TAGS:** EAIR, GE, FR, UK, MESSERSCHMITT-BOELKOW-BLOHM, MBB  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014